



Export News

North Texas Export Assistance Center

April 2006

NORTH TEXAS COMPANY, **BIO-ONE**, RECEIVES EXPORT ACHIEVEMENT CERTIFICATE FROM THE DEPUTY SECRETARY OF COMMERCE

Ron Thrift, of **Bio-One**, accepted an export achievement certificate presented by U.S. Department of Commerce Deputy Secretary Dr. David A. Sampson on February 23, 2006 at a breakfast briefing by the DS on The President's American Competitiveness Initiative.

Bio-One was recognized for its outstanding efforts in breaking into the Chinese market. The Garland, TX based company is a root and plant growth chemical manufacturer who has seen much success in the Chinese market due to its outstanding exporting efforts.

On behalf of the US Commercial Service, we wish Bio-One much success in its future exporting endeavors.

Who we are ...



The North Texas U.S. Assistance Center is part of the U.S. Department of Commerce's U.S. & Foreign Commercial Service (CS). The CS mission is to assist small-to-medium sized businesses with exporting their products and services worldwide. For more information on the CS, visit www.export.gov/cs.

TEXAS TOP EXPORTING STATE AGAIN !!!

Texas is once again the top exporting state in 2005 – for the fourth year in a row! In 2005, Texas exports totaled \$128,761,036,151.00.

For more details go to:
<http://www.wisertrade.org/home/data/export/mass/strank.html>.

For information on the below leads and more, please see http://www.export.gov/eac/trade_leads.asp.

The European Union Will Implement Sanctions Against US Products Beginning on May 16th

The countermeasures include an additional customs duty of 14% on a variety of US goods - even if previously exempt from duties. There will not be a gradual increase of these additional duties but rather, an immediate implementation of the full rate. US products in transit or in customs warehouses at the date of enforcement are potentially exempt from the duties depending on the day they are registered with the relevant national customs authority. Generally, affected products include agricultural items, textiles, industrial products, electronic products, paper products, and steel but the full list of product codes can be found in the Annex of the Council Regulation. The affected products have changed since the 2003 Regulation so please be sure to refer to Regulation 171/2005. A full report can be found at:
<http://www.buyusa.gov/europeanunion/sanctions.html>.

NEW International Trade Administration Website

ITA has developed a new website to better assist clients with their exporting needs, please visit: www.trade.gov

HOW INCOTERMS AFFECT REVENUE RECOGNITION

Most U.S. export and import pros use Incoterms 2000 in their international sales and purchase contracts for tangible goods. There is also a growing trend toward using Incoterms for domestic purchases and sales contracts. To learn how the choice of Incoterms affects the important questions of revenue recognition, read Frank Reynolds' article at <http://www.buyusa.gov/arkansas/incotermschoice.pdf>

2006 HARMONIZED TARIFF SCHEDULE ONLINE

The first 2006 version of the Harmonized Tariff Schedule of the United States Annotated (HTSA) has been posted on the Internet by the U.S. International Trade Commission (USITC): www.usitc.gov/tata/hts. Export-import professionals should note that this first edition of the HTSA does incorporate changes to import treatment of goods entering under the new U.S.-Morocco Free Trade Agreement (FTA) but does not include any of the similar changes that will be required as CAFTA-DR takes effect. As each CAFTA-DR member implements the legislative and regulatory modifications required under that agreement, tariff changes for imports from that country will be incorporated in a supplemental release of the HTSA on a "rolling basis."

COMMERCIAL NEWS USA

Advertise in the Next Chinese Language Edition

Commercial News USA, the official export promotion magazine of the U.S. Department of Commerce, is helping U.S. companies to do business in China.

CNUSA is planning two Chinese language editions in 2006:

DEADLINES: July-August 2006

Space Reservations: May 5th

Materials: May 12th

November-December 2006

Space Reservations: September 8th

Materials: September 15th



For more information: www.export.gov/cnusa



Market of the Month: CAFTA - DR Region

El Salvador is the first country in which the Central America-Dominican Republic-U.S. Free Trade Agreement (CAFTA-DR agreement) took effect on March 1. Nicaragua and Honduras just took effect April 1. The U.S. will implement the CAFTA-DR on a rolling basis as countries make sufficient progress to complete their commitments under the agreement.

CAFTA-DR includes seven signatories: the U.S., Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, and Nicaragua. In the U.S., President Bush signed it into law on August 2, 2005. The CAFTA-DR has been approved by the legislatures in the Dominican Republic, El Salvador, Guatemala, Honduras and Nicaragua. Approval is pending in Costa Rica. CAFTA-DR will be the U.S.'s second largest free trade zone in Latin America after Mexico.

WHY CAFTA-DR?

CAFTA-DR creates the second-largest U.S. export market in Latin America, behind only Mexico, and the 10th largest U.S. export market in the world. The United States exported almost \$16 billion in goods to the five Central American countries and the Dominican Republic in 2004, more than all exports to Russia, India, and Indonesia combined. U.S. export growth to the CAFTA-DR region has outperformed overall U.S. exports. From 2000 to 2004, export shipments to CAFTA-DR destinations grew by almost 16 percent, compared with less than 5 percent for overall U.S. exports.

Most Dominican Republic and Central American exports into the United States have benefited from duty-free treatment as a result of a trade preference program provided by the U.S. Congress to promote regional economic development (the Caribbean Basin Initiative, CBI). CAFTA-DR reciprocally reduces tariff and non-tariff barriers for U.S. exports into the region. CAFTA-DR also ensures that U.S. companies are not disadvantaged by the trade agreements that Central America has already negotiated with our NAFTA partners and other countries.

For further details on the agreement and best prospects for U.S. exports, see

<http://www.buyusa.gov/centralamerica/en/6.html>

SOME SUGGESTIONS ON REDUCING RISKS ASSOCIATED WITH INCONSISTENT-CUSTOMS CLASSIFICATIONS FROM VARIOUS CHINESE PORTS

Jim Matthews
U.S. Department of Commerce
Trade Information Center

Customs classification in China is often inconsistent from one port to the next because the local customs offices have unofficial quotas to fill or revenue targets to reach. To help reduce the risk associated with these inconsistent classifications, Peter Dempsey from the US-China Business Council has provided the following:

Along the lines of an advance ruling, the importer can go to the local customs office (not to be confused with the port itself where customs may not even have an office) and ask for a letter classifying the imported items. The importer can then take this letter to the port and present it to customs at the time of entry. This approach may or may not work, as there is no recognized mechanism for getting such an advance ruling in China. Furthermore, customs may request to actually see the imported items before issuing such a letter.

VAT approach: maintain receipts/documentation for the VAT that the importer pays for each entry. The VAT % will sometimes vary from product to product (e.g., unfinished vs. finished wooden products). For example, let's assume that for a previous import you paid a lower unfinished wooden product VAT. If in the future when you try bringing in the same item customs tries to levy a higher VAT for finished wooden products, you can produce these receipts/documents from prior VAT payments to point out their error/inconsistency.

When the goods arrive, the importer can have the Chinese tariff schedule handy so he/she can point out the tariff number that they believe classifies the item(s). This can provide useful guidance because there are times when the Chinese customs official does not know the correct tariff number.

Lone Star Education Coalition Mission a Success Once Again!

Senior International Trade Specialist Greg Thompson lead the Lone Star Education Coalition on its fourth trade mission to Mexico. The Coalition was created 3 years ago by TS Thompson and is composed of schools from the State of Texas marketing themselves as a group. The North Texas District Export Council sponsored the event which took place March 22, 2006 to March 26, 2006 in Monterrey, and Saltillo, Mexico. Eighteen Texas schools took part in the Mission and all were pleased with the results. Approximately 600 students attended the events.

ANNUAL REPORT ON FOREIGN TRADE BARRIERS OUT

The U.S. Trade Representative's Office (USTR) has released the 21st National Trade Estimated Report on Foreign Trade Barriers (NTE), a series that surveys significant foreign barriers to U.S. exports. For details, see the USTR's website at <http://www.ustr.gov/>.

LIBYA: EXIM'S OPEN FOR PUBLIC SECTOR TRANSACTIONS

As of March 23, Ex-Im Bank has updated its Country Limitation Schedule (CLS) with regards to Libya. See, <http://www.exim.gov/tools/country/clsmemo25.html>.

BACKGROUND CHECKS

With U.S. companies scrambling to capitalize on globalization via outsourcing and new markets, it's more critical than ever to be able to decipher between legitimate opportunities and business-crippling mistakes.

To read the article "Background Checks Reduce Risk of International Partnerships from IOMA's March edition of "Managing Exports and Imports," go to <http://www.buyusa.gov/arkansas/backgroundcheck.pdf>

TRADE EVENTS

Bringing America's Finest China Experts to your Doorstep



May 16, 2006 ★ Houston, Texas
Doubletree Hilton Hotel

This is the premier event for American firms serious about profitably exporting to China. The conference will provide market intelligence and resources essential to thrive in this robust, advancing economy. Market experts include public and private sector representatives from the U.S. and China.

CEOs, presidents, managers, logistics managers, directors of business development, and career-minded professionals interested in Asia will benefit from attendance.

Panels include:

- *Financing*
- *Market Entry Strategies*
- *Distribution, Logistics & Chinese Customs*
- *IPR- Protecting Your Investment*
- *Energy and IT*

OPTIONAL CONFERENCE EVENTS

May 15

Kick-off Reception

May 17

One-on-One Counseling Sessions

Customized business briefings with
U.S. Commercial Service-Beijing
industry specialists.

Requires early registration.

FOR MORE INFORMATION OR TO REGISTER

ONLINE:

www.chinabizconference.com



***Marketing Partnerships &
Exhibit Opportunities***



Post 9/11 Export Regulations and Strategic Export Marketing

This is a one-day seminar "Post 9/11 Export Regulations and Strategic Export Marketing" where we will discuss the legal aspects of exporting, exporting regulations, your rights, responsibilities, and what to do if you've made a mistake.

Date: Thursday, April 27th, 2006

Location: UTPB CEED Center
1400 N. FM 1788
Midland, Texas 79707
432-552-2430
Located 191 & 1788 (Airport Exit)

For more information or to register, visit

<http://www.buyusa.gov/westtexas/seminar.html>

**or contact the West Texas Export Assistance Center at
(432) 552-2490**

****Limited seating. Advanced registration is
encouraged!***

Free Trade Agreement Certificate Series

NAFTA is a Free Trade Agreement (FTA) with our biggest trading partners, Canada & Mexico. It was just the beginning. We now have numerous bi-lateral and multi-lateral FTA's. They offer important advantages but you must understand the rules. If not, the rules become a trade barrier! Seminar topics include rules of origin, customs entry procedures, marking, and labeling.

Date: 6/7/2006 to 6/8/2006

Cost: \$160 entire series (\$45 per session); After May 24: \$180 entire series (\$50 per session).

Location: INFOMART, 1950 N. Stemmons Freeway,
Dallas, TX 75207

Time: 8:00am - Noon; 1:00pm - 4:30pm

For more information, or to register, please visit:

www.iexportimport.com



Trade Americas Conference

May 4, 2006

Inverness Hotel and Conference Center
Denver, Colorado

This event will showcase experts from 14 countries: Argentina, Brazil, Canada, Chile, Colombia, Costa Rica, Dominican Republic, El Salvador, Ecuador, Guatemala, Mexico, Panama, Peru, and Venezuela! Where else can you learn about 13 international markets in one day?

Also, on May 5, 2006 a limited number of conference participants will have the opportunity to present their company to a panel of U.S. Senior Commercial Officers for immediate feedback on their product/service market potential & opportunities.

Please visit the website to Learn More and to Register by April 28th, 2006 to secure your seat:

http://www.buyusa.gov/colorado/trade_americas.html



Trade Mission to Panama's COLÒN FREE ZONE (CFZ)



Co Sponsored by the U.S. Panama Business Council and U.S. Department of Commerce

Take advantage of this unique opportunity to sell to multiple Latin American markets via the world's second largest Free Trade Zone: Panama's Colòn Free Zone (CFZ).

This mission will be an excellent opportunity for U.S. exporting companies to meet with "Traders" located in the Colòn Free Zone who import products from many countries into the CFZ, and then sell those products throughout Latin America via their distributor networks.

DATES: June 21-23, 2006

COST: TBA

June 21: CFZ trade mission will arrive in Panama City

June 22: Early morning trip to Colòn via Panama Canal Railroad; Meetings with CFZ Traders interested in your products; Return to Panama City via railroad in the evening for a reception at the Ambassador's residence to meet key Panamanian business and government contacts

June 23: Breakfast briefing on Panamanian market, followed by additional business appointments; A networking luncheon, followed by a tour of the Panama Canal; A Gala dinner that evening organized by the U.S.-Panama Business Council

For further details or to register, please visit:

<http://www.buyusa.gov/tradeamericas/panama.html>

Or contact Danielle Arnold at Danielle.Arnold@mail.doc.gov or (817) 310-3744

GLOBAL MARKET SERIES: Export Certificate Program

The critical aspects of exporting.

Consecutive Thursdays
Morning Sessions 8:00 a.m. – Noon.
Afternoon Sessions 1:00 – 4:30 p.m.

Cost: \$45 per session; \$280 entire series.
After April 19: \$50 per session; \$315 entire series.

Location

INFOMART, 1950 Stemmons Frwy. Dallas

Must complete entire series for the US Department of Commerce Export Certificate. CPM credit.

Topics include:

May 4

AM Session - Resources & Market Analysis
PM Session - Legal Issues

May 11

AM Session - Documentation & Transport
PM Session – Methods of Payment

May 18

AM Session - Regulatory Compliance
PM Session - Trade Finance

May 19

AM Session - Managing Communications
(Friday morning only)

For more information, or to register, please contact:

The International Small Business Development Center
at (214) 747-1300

<http://www.iexportimport.com>

Expo Cosmetologia y Estilismo 2006

June 11-12, 2006, Grand Hotel Tijuana

Certified by the U.S. Department of Commerce

The U.S. Department of Commerce/U.S. Commercial Service announces the 11th Edition of Expo Cosmetologia y Estilismo 2006. The event is Mexico's border premier venue for businesses in the cosmetology industry to meet new suppliers and learn about new methods. In the past ten editions, many of the most prominent buyers and sellers from around the region converged on Expo Cosmetologia y Estilismo to benefit from the multitude of lucrative business contacts and opportunities it provided

Who Should Attend:

Beauty Salon Furniture, Skin Care Equipment and Laser Machines, Skin Care Products, Hair Products, Electrical Appliances for Beauty Salons, Fortifying Food Supplements, Accessories, Promotional Magazines, Schools associated with Beauty Industry, Nail Polishing Equipment, Permanent Hair Removal Equipment, Business Administration Software, Makeup Products, Permanent Makeup Equipment

Special Exhibitor Fees

for US Commercial Service Clients.

Note: These prices include 25 percent discount for participants in U.S. Pavilion.

- a) US 750.00 for a 100 sq. ft.
- b) US 1,300.00 for a 200 sq. ft.
- c) US 1,500.00 for a 300 sq. ft.

The US Commercial Service Tijuana will offer during the show, the Gold Key (matchmaking) Service. One day of appointments with pre-qualified potential buyers and /or distributors for US\$735.00 (includes escort and interpreter to the meetings).

For more information, please contact
Elizabeth Graham at Beth.Graham@mail.doc.gov or
(817) 310-3744

Please feel free to contact the North Texas Export Assistance Center for any of your exporting needs!

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